**Partnerships: What, When, and Why- The Good The Bad and The Ugly**

1. Greetings – Introduction
2. Definition of Partnership

Investopedia definition: A formal arrangement by two or more parties to manage and operate a business and share its profits. There are several types of partnerships, arrangements. In particular in a partnership business, all partners share liabilities and profits equally, while in others partners have limited liability.

Wikipedia- A **partnership** is an arrangement where parties, know as business partners, agree to cooperate to advance their mutual interest. The partners in a partnership may be individuals, businesses, interest based organizations, schools, government or combinations. Organizations may partner to increase the likelihood of each achieving their mission and to amply their reach. A partnership may result in issuing and holding equity or may be only governed by contracts…….

* I will discuss my history and examples of several successful partnerships I have been a partners and advisor to.

III Seven Principles of Successful Partnership

 Partnerships are characterized and achieved through seven principles:

* Communication
* Competence
* Respect
* Commitment
* Equality
* Advocacy
* Trust

IV Type of Partnerships

* LLC partnership (known as multi-member LLC)
* Joint Ventures
* Public-Private Partnership (P3)
* Corporations, Family, Foundations, Individuals Access to

V. Partnership vs Contracts

 A. Collaboration

 B. SWOT analysis

 C. Short term/Long-term/ For-Life

VII. Early Partnerships –

A. Growing up forming in La teams

1. College success was cooperative learning and Fraternity Kappa Alpha Psi
2. Relationships (Bay Area)
3. Thomas Forbes – Monsa Nitoto
4. Ralph Grant- Selma Taylor (EBSBDC)
5. AWOD: MVPT, CWOR, FAAC- Bank of America 1999

VII Partnership examples

1. 1357 5th Street acquisition
2. Public-Private-Partnerships
3. 500 Kirkham
4. BART 2006-2010
5. Red Star Yeast
6. MEDA-Bridge Housing RAD properties
7. Joint-Ventures
8. Focon Inc 2010-2020
9. Cahill-Focon JV: Calvin Simmons ($18m) Whitter ($36m) Fremont HS ($95m)
10. Arntz-Focon JV: West Oakland Middle School ($16m) Madison ($1m)
11. OUSD-PCSD partnership (Prop 51 $175m)

**Vote Vote Vote:**

**Yes on Measure Y**

**Yes on Proposition 16**

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